

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PER-01 MMO-01 ABF-01

CIAE-00 INR-07 NSAE-00 /030 W
----- 002893

R 301553Z APR 76

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 6494

INFO AMCONSUL ZAGREB

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E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: COUNTRY COMMERCIAL PROGRAM(CCP) FY 76 QUARTERLY REVIEW

REF: BELGRADE 453

1. AS OF APRIL 1, CCP PROCEEDING AS ANTICIPATED REFTEL EXCEPT THAT MISSION HAS HAD TO ALLOCATE MORE PERSONNEL RESOURCES THAN ORIGINALLY PROGRAMMED TO FOLLOWING ACTIVITIES:

A. CAMPAIGNS

1.1 ENERGY SYSTEMS. CONTROVERSIES BETWEEN COMPETING REGIONAL AND INDUSTRIAL INTERESTS HAVE DELAYED COMPLETION OF FIVE YEAR PLAN AND TEN YEAR PROJECTIONS WITH RESULT THAT YUGOSLAVS RELUCTANT, SOMETIMES UNABLE, DISCLOSE PRECISE TARGETS OR PRIORITIES. THEREFORE, ALTHOUGH PLAN'S CONTOURS CLEARLY SHOW EXCELLENT GENERAL POTENTIAL FOR U.S. EXPORTERS, MORE INTERVIEWS AND RESEARCH THAN ANTICIPATED HAVE BEEN NEEDED TO COMPLETE MAJOR POST-INITIATED MARKET STUDY IDENTIFYING SPECIFIC, BEST U.S. OPPORTUNITIES. IN ADDITION, TWO MAJOR PROJECTS HAVE REQUIRED CLOSE ATTENTION AND SUPPORT. INTENSIVE AND PROTRACTED NEGOTIATIONS FOR KOSOVO CONTRACT MAY FINALLY BE MOVING TO CULMINATION. THE SECOND PROJECT, KRSKO NUCLEAR FACILITY, IS WELL UNDERWAY, BUT RISKS EXIST OF DELAYS AND OTHER PROBLEMS WHICH WOULD NOT BE IN U.S. INTEREST.

1.5 PORT AND SHIPYARD EQUIPMENT. FOLLOWING-UP ON MARKET ANALYSIS, AMCONSUL ZAGREB ORGANIZED PROGRAM AND MADE HEAVY
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PERSONNEL COMMITMENT FOR TRADE MISSION. EMBASSY ASSIGNED

FSO TO HELP IN ADVANCE AND DURING MISSION'S BUSINESS MEETINGS. GOOD RESULTS OF MISSION MADE THIS EFFORT WORTHWHILE. COMMERCE'S CAPABLE ADVANCE WORK INCLUDED RECRUITMENT TOP-NOTCH FIRMS WHICH WE ARE NOW HELPING TO FOLLOW UP ON MAJOR OPPORTUNITIES, INCLUDING TENDER RECENTLY ISSUED BY PORT OF BAR.

1.6 METALWORKING AND FINISHING EQUIPMENT. IN FOLLOW-UP TO LAST FALL'S TECHNICAL SALES SEMINAR, INTERNATIONAL SECRETARY JOHN CONNER OF NATIONAL MACHINE TOOL BUILDERS ASSOCIATION (NMTBA) RECENTLY VISITED YUGOSLAVIA TO OPEN ADDITIONAL U.S. EXPORT OPPORTUNITIES. NMTBA HAS DESIGNATED YUGOSLAVIA AS A TARGET COUNTRY AND PUTTING TOGETHER WHAT SEEMS TO BE A SOUND, ORGANIZED CAMPAIGN TO DEVELOP THE MARKET. WE ARE PLEASED THAT THE TECHNICAL SALES SEMINAR PROVIDED THE NECESSARY MOMENTUM AND ARE GLAD TO SUPPORT THE NMTBA EFFORT. MORE INFORMATION TO FOLLOW BY AIRGRAM.

B. B. OTHER ACTIVITIES:

4.9 EXCON. PREVIOUS REPORTING REFLECTS THE HIGH LEVEL OF ACTIVITY. RECOMMENDATIONS FOR FURTHER ACTION NOW UNDER PREPARATION.

4.11 CERP ALERT. TO IMPLEMENT PRINCIPLES OF 1974 CONSTITUTION, YUGOSLAVIA PREPARING 15-20 MAJOR "SYSTEMS" LAWS, INCLUDING LEGISLATION ON LABOR, INVESTMENT, FOREIGN TRADE, FOREIGN EXCHANGE, BANKING. ALSO BEING DRAFTED WITH CONSIDERABLE DEBATE AND CONTROVERSY IS FIVE YEAR (1976-80) PLAN. SOME IMPORTANT DE FACTO CHANGES, PARTICULARLY ON FOREIGN TRADE, ALREADY IN EFFECT IN ANTICIPATION OF LEGISLATION, BUT THE PROVISIONS REMAIN UNDISCLOSED. WE ARE HAVING TO DIG HARD TO LEARN THEIR SUBSTANCE AND SIGNIFICANCE.

4.28 OTHER ECONOMIC/COMMERCIAL. INTRODUCTION OF U.S. GENERALIZED SYSTEM OF PREFERENCES HAS OCCASIONED STREAM OF COMMUNICATIONS FROM WASHINGTON FOR TRANSMITTAL AND INTERPRETATION TO YUGOSLAVS. THEIR REACTION HAS JUSTIFIED THIS WORK. THEY REGARD GSP AS MAJOR, POSITIVE U.S. MANIFESTATION CONTAINING CONCRETE BENEFITS FOR THEMSELVES AND OTHER DEVELOPING COUNTRIES. THEY FAVORABLY IMPRESSED THAT USG FORTHCOMING IN HELPING THEM UNDERSTAND THE SYSTEM. STILL UNRECEIVED, HOWEVER, ARE LONG-AWAITED INFORMATION BOOKLET AND CLARIFICATION OF YUGOSLAV PROCEDURAL QUESTIONS REPORTED BY EMBASSY.

2. EXTRA EFFORT HAS STRAINED RESOURCES, REQUIRED GOOD DOSE LIMITED OFFICIAL USE

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(UNCOMPENSATED) OVERTIME, AND LEFT LITTLE FLEXIBILITY TO RESPOND TO ANY ADDITIONAL UNFORESEEN REQUESTS. OTHER ACTIVITIES PROCEEDING ON SCHEDULE, THOUGH SITUATION LIKELY DETERIORATE WHEN EMBASSY LOSES ONE FSO POSITION THIS SUMMER AND TRANSFERS OF PERSONNEL CREATE GAPS IN STAFFING. SWEITZER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 30 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: powellba
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BELGRA02878
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760167-0888
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976045/aaaaades.tel
Line Count: 113
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 BELGRADE 453
Review Action: RELEASED, APPROVED
Review Authority: powellba
Review Comment: n/a
Review Content Flags:
Review Date: 20 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 MAY 2004 by BoyleJA>; APPROVED <14 SEP 2004 by powellba>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: COUNTRY COMMERCIAL PROGRAM(CCP) FY 76 QUARTERLY REVIEW
TAGS: BEXP, YO
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006